

M e m o r a n d u m

To: Panel Members Date: June 22, 2007

From: Dolores Kendrick, Manager Agr. No: ET08-0134

Analyst: M. Paccereilli

Subject: SMALL BUSINESS AGREEMENT WITH 100 OR FEWER EMPLOYEES

CONTRACTOR:

- Contractor's Legal Name: El Clasificado
- Type of Industry: Various Industries - Printing/Publishing
- Nature of Business: Publication targeting the Spanish speaking community of Southern California
- Contractor's Number of Full-Time Employees: 94
 - Number to be trained: 73
- Turnover Rate: 4%
- Repeat Contractor: Yes

CONTRACT:

- Training Project Profile: Retraining: Companies W/Out-Of-State Competition
- ETP Funding Amount: \$36,938
- Employer Contribution: \$38,248
- Average Cost per Trainee: \$506
- Range Of Hourly Wages At Retention: \$13.51 to \$52.88
- Health Benefits: \$.86 per hour
- Occupations to be Trained: Accounting Staff, Administration Staff, Classified Staff, Display Staff, Distributors, Editorial Staff, Events Staff, Information Technology Staff, Production Workers, Promotions Staff, Sales Representative, Manager, Supervisor

- Training Menu: Computer Skills, Business Skills
- Range of Hours: 8 to 60
- County(ies) Served: Los Angeles
- Union Representation: No
- Subcontractors: None

COMMENTS:

➤ ***Repeat Contractor***

This will be the fourth ETP Agreement between El Clasificado and the Employment Training Panel. According to El Clasificado representatives, this proposal will focus on new training to address the company's rapid growth and keep up with market changes. Since the approval of the last ETP Agreement, the company has grown from one to three locations, adding a new corporate headquarters in Norwalk and a service location in San Bernardino; and experienced an increase in staff from 70 to 94 employees. Majority of the training will be provided to new staff who did not participate in prior contracts; and some repeat trainees who will receive course topics not covered in prior ETP Agreements.

PRIOR PROJECTS:

The following are completed projects statistics for ETP Agreements with this Contractor within the last five years:

Prior Projects						
Agreement Number	Location (City)	Term	Contract Amount	Amount Earned	Planned In-Kind Contribution	Reported In-Kind Contribution
ET04-0417*	Los Angeles	08/01/03 – 12/31/04	\$24,560	\$15,200 (62%)	\$18,281	\$11,334
ET01-0351	Los Angeles	06/30/01 – 06/29/03	\$34,496	\$24,128 (70%)	\$40,005	\$28,035

**The low completion rate was due to several trainees who were dropped because they did not meet the ETP minimum wage requirement at the end of the retention period.*

ACTIVE PROJECTS:

The following are current project statistics:

ACTIVE PROJECTS						
Agreement Number	Agreement Amount	Term	Planned Number To Be Retained	Number Enrolled	Number Completed Training	Number Retained For 90 Days
ET06-0100	\$49,720	07/05/05 – 07/04/07	113	136	110	48

**The Contractor anticipates an overall completion rate of 97% (110 completions). Some trainees received Phase 1 and 2 training in this Agreement.*